

**CONTRACT**

**WCWG**  
**2 Pai Park**  
**Suite A**  
**Greensboro, NC 27409**  
**(336) 307-4900**

And:

**Waterfront Strategies**  
**1010 Wisconsin Ave NW**  
**Ste 405**  
**Washington, DC 20007**

**PRE-EMPTIBLE WITH 48  
 HOURS NOTICE**

<u>Contract / Revision</u> 61946 /		<u>Alt Order #</u> 08415695
<u>Product</u> AFSCME 5661		
<u>Contract Dates</u> 10/25/16 - 10/31/16	<u>Estimate #</u> 5661	
<u>Advertiser</u> Iss/AFSCME		<u>Original Date / Revision</u> 10/13/16 / 10/13/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> WCWG	<u>Account Executive</u> Telerep Washington	<u>Sales Office</u> TeleRep Washin
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>IDB#</u>	<u>Advertiser Code</u> 194	<u>Product Code</u> 207
<u>Agency Ref</u>		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
N 1	WCWG	10/25/16	10/31/16	M-F 1p-2p	1:00 PM-2:00 PM		:30			NM	2	\$180.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/25/16	10/31/16	MTWTF--				2	\$90.00			
N 2	WCWG	10/25/16	10/31/16	M-F 10p-1030p	10:00 PM-10:30 PM		:30			NM	2	\$180.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/25/16	10/31/16	MTWTF--				2	\$90.00			
N 3	WCWG	10/25/16	10/31/16	M-F 1030p-11p	10:30 PM-11:00 PM		:30			NM	2	\$170.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/25/16	10/31/16	MTWTF--				2	\$85.00			
N 4	WCWG	10/25/16	10/31/16	M-F 11p-1130p	11:00 PM-11:30 PM		:30			NM	3	\$255.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/25/16	10/31/16	MTWTF--				3	\$85.00			
N 5	WCWG	10/25/16	10/31/16	M-F 1130p-12a	11:30 PM-12:00 AM		:30			NM	3	\$225.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/25/16	10/31/16	MTWTF--				3	\$75.00			
N 6	WCWG	10/25/16	10/31/16	M-F 12p-1p	12:00 PM-1:00 PM		:30			NM	2	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/25/16	10/31/16	MTWTF--				2	\$75.00			
N 7	WCWG	10/25/16	10/31/16	M-F 2p-3p	2:00 PM-3:00 PM		:30			NM	1	\$80.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/25/16	10/31/16	MTWTF--				1	\$80.00			
N 8	WCWG	10/25/16	10/31/16	M-F Weather Minute	730a-8a		:30			NM	3	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/25/16	10/31/16	MTWTF--				3	\$50.00			
N 9	WCWG	10/30/16	10/30/16	Su 2p-4p	2:00 PM-4:00 PM		:30			NM	1	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/24/16	10/30/16	-----1				1	\$40.00			
N 10	WCWG	10/30/16	10/30/16	Su 5p-6p	5:00 PM-6:00 PM		:30			NM	1	\$60.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/24/16	10/30/16	-----1				1	\$60.00			
N 11	WCWG	10/30/16	10/30/16	Sun 6p-7p	6:00 PM-7:00 PM		:30			NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
		Week: 10/24/16	10/30/16	-----1				1	\$50.00			

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. This station does not discriminate in the sale of advertising time, and will accept no advertising which is placed with intent to discriminate on the basis of race or ethnicity. Advertiser hereby certifies that it is not buying broadcasting air time under this advertising sales contract for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race, national origin, or ancestry.



**WCWG**  
**2 Pai Park**  
**Suite A**  
**Greensboro, NC 27409**  
**(336) 307-4900**

<u>Contract / Revision</u>	<u>Alt Order #</u>
61946 /	08415695

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
10/25/16 - 10/31/16	AFSCME 5661	5661

<u>Advertiser</u>	<u>Original Date / Revision</u>
Iss/AFSCME	10/13/16 / 10/13/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
<b>Totals</b>											21	\$1,540.00

Time Period	# of Spots	Gross Amount	Net Amount
09/26/16 - 10/30/16	18	\$1,325.00	\$1,126.25
10/31/16 - 10/31/16	3	\$215.00	\$182.75
<b>Totals</b>	21	\$1,540.00	\$1,309.00

**Signature:** \_\_\_\_\_ **PRE-EMPTIBLE WITH 48 HOURS NOTICE** **Date:** \_\_\_\_\_

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. This station does not discriminate in the sale of advertising time, and will accept no advertising which is placed with intent to discriminate on the basis of race or ethnicity. Advertiser hereby certifies that it is not buying broadcasting air time under this advertising sales contract for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race, national origin, or ancestry.